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COCKRELL ON THE ISSUES.

He Says that Silver should be Dropped for the Present.

TRUSTS THE PRINCIPAL ISSUE NOW.

He Sees no Necessity for Constitutional Amendment.

In the first of the twelve speeches which Senator Cockrell will make in Missouri during the state campaign, at Jefferson City, Monday night, he said that the silver question should be dropped for the present. After showing that the basis of the free silver contention was the quantitative theory of money and after showing causes of the increase of circulating medium during the past six years, he says:

"The effect of the increase in volume of money has been precisely what the metallists claimed would be the result of the increase of the money by the free coinage of silver, and fully sustains the quantitative theory of money. With this increased volume of money prices have risen, industries have revived and prosperity has been brought in."

"As long as these conditions and circumstances exist it is neither wise nor judicious, nor for the best interests of our people and country, to urge the restoration of the free coinage of silver."

Speaking of trusts, he said:

"I see no necessity now for any constitutional amendment to meet existing conditions. The constitution of the United States vests in congress and leaves in the United States many powers which have never yet been exercised by the enactment of laws. I believe that laws properly enacted and enforced will, to a very great extent, remove the evils and right the wrongs of trusts and monopolies."

"As high protective tariff duties protect, foster and strengthen them, the first and simplest remedy is to remove the tariff duties or greatly reduce them on all the articles produced by the trusts. Remove the protection—the high tariff duties of the Dingley law—and the monopoly, the trust it fosters and cherishes, will be broken. The like products of the world will be free to enter into competition, and the trust will cease to exist. This will prove an adequate remedy for all such as are fostered and nourished by the protective tariff duties. It is such trusts our party opposes."

"Because all trusts are not fostered by the high tariff is no reason why those so fostered shall be allowed to oppress the consumers while we are seeking more complete remedies. As nearly every trust, every monopoly, enjoys some special privilege, right or protection under some law national or state, adequate laws can be devised to remedy the evils and right the wrongs."

"I do not believe that publicity will prove the remedy. It may, and most probably will be, a deterrent, and enable us to ascertain and devise the best remedies. It is idle to expect the republican party to remove the high protective duties or to reduce them sufficiently, on trust products, to afford any relief."

"They are the authors of the Dingley tariff law and were warned of the evils that would result from its high tariff in advance of its enactment."

"Governor Dockery, then a representative in the house, offered an amendment to the Dingley tariff bill providing for the removal of the duty whenever it afforded shelter to trust products, and protected them in extortion of our consumers."

"Every democrat in the house voted for the amendment, but the republicans—in the majority—defeated it, and refused to legislate then against the trusts and even against a measure to prevent their creation and growth."

"They have been in power ever since and steadily have refused to move even in the direction of relief

for the consumer, and will continue to do so."

"It must be manifest to all that the combinations and trusts, having a monopoly by reason of some special privilege, right or protection, derived from legislation, are arrayed with the republican party, and are supporting the republican party."

"Why is this so? If protective tariff gives them no advantage, why such determined opposition to any change?"

"I war you, our great republic is in no danger from foreign foes or internal revolution. Its great danger today is from the corruption of the sources of political power. Our wonderful advancement and progress and immense home productions and foreign trade will be a very poor recompense for the loss of political purity, and the appearance of money and bribery as determining factors in great political contests. Aroused patriotism can crush resistance to law, but corruption kills honor, virtue and patriotism, saps and undermines the foundations and organizations of society and brings down the structures of states and nations in ruin and dishonor."

Real Estate Transactions.

(Taken from the books in recorder's office.)

September 13th.

Kate Chrisman to Harrison Steele, warranty deed; consideration \$1,600; one-half interest in 79 acres.

Wm. Doble to Fritz Brinkhoff, warranty deed; consideration \$800; 2 lots in Concordia and buildings.

Thos. T. Strancke to Ed. Aull, warranty deed; consideration \$400; lot in Lexington.

September 15th.

Sarah F. Chinn to M. B. Avett; warranty deed; consideration \$700; lot in Higginsville.

Mary Grinstead to Jas. E. Potter; warranty deed; consideration \$100; 2 lots, Edward's mill.

David Rader to A. S. Bainbridge; warranty deed; consideration \$2,000; 80 acres.

September 11th.

Wm. T. Burke to A. C. Freeman; quit claim deed; consideration \$100; land in Berlin.

Thos. W. Hill to Dan E. Hudson; warranty deed; consideration \$5,855; 253 acres.

Eliza J. Hudson and husband to Mary E. Hudson; warranty deed; consideration \$2,000; 80 acres.

September 12th.

Harvey Duocan to Meredith Helm; warranty deed; consideration \$200; 10 acres.

Wm. H. Campbell to Thos. H. Campbell; warranty deed; consideration \$1,300; 40 acres.

Chris Wagner to I. W. Carson; warranty deed; consideration \$2,100; lot in Odessa.

Death of Mrs. Elizabeth Krille.

From the Kansas City Star, Thursday: Mrs. Elizabeth Krille, aged 60 years, died of heart disease last night at the home of her daughter, Mrs. Wesley Taylor, 3325 Troost avenue. Mrs. Krille was born in Lexington, Mo., and belonged to one of the oldest families in Missouri. She formerly lived in Trinidad, Col., and was the widow of Stephen Krille, who was a wealthy wool merchant, and ex-mayor of Trinidad. She was the daughter of the late Stephen Neil, at one time a well known politician in Missouri. Two daughters survive her. The body will be sent tomorrow evening to Trinidad, Col., for burial.

Speaker Henderson Quits.

D. B. Henderson, speaker of the House of Representatives, has refused a renomination by his constituents and will retire to private life. He gives as his reason that he is not in sympathy with the tariff reform ideas of his Iowa constituents. Opinion in Washington seems to be that Speaker Henderson has quit an account of the hostility existing between him and the President.

Stock Receipts at Kansas City.

Tuesday the record for stock receipts at the Kansas City stock yards was broken. Over 30,000 cattle and calves were on hand. This was about 500 more than had ever been on the market on one day at the Kansas City stock yards. They came from everywhere.

MARSHALL FIELD: ELEMENTS OF SUCCESS

Written in Answer to a Series of Questions by Dr. Newell Dwight Hillis.

ADVICE FOR THE GOOD OF AMBITIOUS YOUTH

One Who Has Succeeded, Points Out The Path For Those Who Would Succeed.

Marshall Field, the great millionaire merchant of Chicago, was asked some years ago to state what from his experience he considered the elements of success. He answered briefly at the time, but became more and more interested in the questions as he thought the matter over. Finally he drafted the following reply and handed it to Dr. Hillis. Marshall Field has built up a fortune of \$200,000,000 by legitimate business—the third private fortune in the United States.

In answer to your question, what do you consider essential elements of success for young men standing upon the threshold of a business career, I would say first, a young man should carefully consider what his natural bent or inclination is, be it business or profession; in other words, take stock of himself and ascertain, if possible, what he is best adapted for and endeavor to get into that vocation with as few changes as possible. Having entered upon it, then let him pursue the work in hand with diligence and determination to know it thoroughly, which can only be done by close and enthusiastic application of the powers at his command; strive to master the details and put into it an energy directed by strong common sense so as to make his services of value wherever he is; be alert and ready to seize opportunities when they present themselves. The trouble with most young men is that they do not learn anything thoroughly and are apt to do the work committed to them in a careless manner, forgetting that what is worth doing at all is worth doing well, they become mere drones and rely upon chance to bring them success. The business world is full of just such young men, content in simply putting in their time somehow and drawing their salaries; making no effort whatever to increase their efficiency and thereby enhance their own as well as their employer's interest. There are others who want to do what they are not fitted for and waste their lives in what may be called misfit occupations; far better be a good carpenter or mechanic of any kind than a poor business or professional man.

Next to the selection of occupation is that of companions. Particularly is this important in the case of young men beginning their career in strange cities away from home influences, as too often is it the case that young men of excellent abilities are ruined by evil associates; a young man therefore cannot too early guard against forming friendship with those whose tendency is to lead him on the downward path. To every young man I would say, seek at the start to cultivate the acquaintance of those only whose contact and influence will kindle high purposes, as I regard the building up of a sterling character one of the fundamental principles of true success. The young man possessing a conscience that cannot brook the slightest suspicion of wrong doing and which insists on steadfast and unswerving truthfulness, sturdy honesty and strict devotion to duty under all circumstances has a fortune to begin with. The ability to restrain appetite, passions, tongue and temper, to be their master and not their slave, in a word, absolute self-control, is also of first importance; one who cannot govern himself is unfitted to govern others.

Economy is one of the most essential elements of success, yet most wretchedly disregarded. The old adage: "Willful waste makes woeful want" never was more fully exemplified than in these days when much of the want that now prevails would not exist had care been taken in time of prosperity to lay up something for a "rainy day." The average young man of today when he begins to earn

is soon inclined to habits of extravagance and wastefulness, gets somehow mixed with the idea that, irrespective of what he earns, he must indulge in habits corresponding to those of some other young man simply because he indulges, or imagines he can not be manly without. The five, ten or fifteen cents a day that is squandered, while a mere trifle apparently, if saved, would in a few years amount to thousands of dollars and go far towards establishing the foundation of a future career. Too few realize that in order to acquire the dollars one must take care of the nickels. Careful saving and careful spending invariably promote success.

It has been well said, that "it is not what a man earns, but what he saves that makes him rich." John Jacob Astor said that the savings of the first thousand dollars cost him the hardest struggle. As a rule people do not know how to save. I deem it of the highest importance therefore to impress upon every young man the duty of beginning to save from the moment he commences to earn, be it ever so little; a habit so formed in early life will prove of incalculable benefit to him in after years, not only in the amount acquired, but through the exercise of economy in small affairs he will grow in knowledge and fitness for larger duties that may devolve upon him. It goes without saying that a man who is not competent to manage well a small income or run successfully a large business. It matters not what a man's income is, reckless extravagance and waste will sooner or later bring him to ruin.

A young man should aim to be manly and self-reliant; make good use of all the spare moments; read only wholesome books; study to advance his own interests as well as those of his employer in every possible way. As a rule the young man of high principles and fair ability, who saves his money and keeps his habits good, becomes valuable in any concern; but as volumes have been written upon this subject, it is not possible in a letter to cover it all. By following out these suggestions, however, aiming constantly to prepare himself for a higher place instead of waiting for something to turn up, every young man will succeed to a more or less degree. I would not have them believe, however, that success consists solely in the acquisition of wealth—far from it—as that idea is much too prevalent already. The haste to become rich at the expense of character prevails to an alarming extent and cannot be too severely denounced. What is needed today more than anything else is to instill in the minds of our young the desire above all to build up a character that will win the respect of all with whom they may come in contact, and which is vastly more important than a great fortune. I quote from the will of a senator, who died recently, on this question the following: "I hope my sons will defer to and confide in my executors and trustees, and, above all, that they may realize early in life that the only one thing more difficult to build up than an independent fortune, and more easily lost, is character, and that the only safeguards of character are the ten commandments and Christ's Sermon on the Mount."

In answer to your second question: "What in your observation have been the chief causes of the numerous failures in business life?" would say, if the elements herein outlined promote success, the logical conclusion would be that a disregard of them forebodes failure. The man who is characterized by want of forethought, idleness, carelessness or general shiftlessness cannot expect to succeed. There are other causes, however, such as extravagance in living, or living

beyond one's means, outside speculations, gambling, etc.; want of proper judgment; over-estimating capacity and undertaking more than capital would warrant, or in other words attempting to do too large a business on insufficient capital; assuming too heavy liabilities, relying on chance to pull through; lack of progressiveness, or in other words dying of dry rot; selling date rather than merchandise (selling on too long time, etc.); trusting goods to irresponsible people. Retail business should always be done for cash. There no longer exists the occasion for long credit. In retail business that did years ago, as even the farmer these days can get cash for anything he has to sell. Merchants who keep their business well in hand, sell for cash and pay for goods at short time, taking advantage of all cash discounts, keep good habits and give strict attention to business very rarely fail.

Yours very truly,

MARSHALL FIELD.

Death of John M. Conway.

John M. Conway, of Marshall, Mo., died September 14th, at the age of 77 years. He was born in Nicholas county, Ky., Jan. 23, 1825. He was married to Miss Mary J. Jackson, of St. Louis, March 27, 1847. They went to the home of the husband in Kentucky immediately after their marriage, and remained there until 1851, when they moved to Ray county, Mo., and afterwards to Saline county.

Mr. Conway was a confederate during the civil war, and was with Price and Cockrell during the greater part of the strife.

The father and several of his sons entered extensively into the stock business, in which he was actively engaged, notwithstanding his increasing years, until about six years ago, when he was compelled to give up business. Five children survive—J. T. and Ed. Conway and Mrs. Eugene Dawes, the only daughter, of Marshall, and J. H. and Robert, of Kansas City.—Saline County Index.

In Memoriam.

Tribute to the memory of J. W. W., who departed this life April 21st, 1902.

Deep is the sleep that knows no waking
Shot out from the light of day.

Under the sod where the sweet flowers bloom,
He sleeps the years away.

Years and centuries come and go,
Cities and empires rise and fall.

He slumbers on till the Resurrection morn,
When the dead shall awake at Gabriel's call.

—M. F. C.

Wreck of the Circus Train.

In switching Thursday night the first section of the Ringling Bros. circus train met with an accident. A rail broke and two cars, a pole car and the blacksmith car were turned over, delaying the departure eight hours. No one was seriously hurt and no special damage beyond the delay. The company is due in Marshall today, Friday.

Robbed in Daytime.

The house of William Aull was robbed during the circus parade Thursday. Cars had been taken to look up every thing, but while the family were out on the street watching the procession someone effected an entrance and carried away about three hundred dollars worth of jewelry, consisting of watch, bracelet, diamond pin and numerous articles of reserve value.

Rock Island Contracts Let.

Contracts for the construction of the new Rock Island railroad from Versailles, Mo., to Kansas City were let in Chicago Sept. 13. These contracts include grading, tunneling, masonry and bridge work. The cost will be between \$3,000,000 and \$4,000,000. The new line is to be ready for operation next summer. Work will begin at once.

G. A. B. National Encampment, Washington, D. C. Through chair cars. Less than one fare for the round trip via the Missouri Pacific Railway. On sale Oct. 2nd, 3rd, 4th and 5th. Return limit, Nov. 3rd, 1902. Stop over privileges. Low rate for side trips. Ask local agent, H. C. Townsend, G. P. & T. A., St. Louis, Mo.

Paris consumes 800,000 tons of shells, it is said.

HON. D. A. D'ARMOND HERE

Spoke Chiefly Upon the Subject of Trusts.

TARIFF REDUCTION THE REMEDY.

He Tells the Story of the Attempted Cuban Concession.

Mr. DeArmond can depend upon a friendly reception at Lexington anytime he may choose to come—even circus day. There is no man in Missouri who is more highly esteemed here, and justly so. He is not an eloquist and puts on none of the furbelows of the orator. He always has something to say, and says it in the most straightforward way. The object of his speaking is never to make the hearer admire him and wonder how he does it, but to convince and to instruct. It is impossible to give a synopsis of the whole speech, but upon the subject of the President's Cuban relief fiasco he said in substance:

This Cuban reciprocity bill passed the house the 18th of April. But by the solid democratic vote and the votes of a few republicans, and against the votes of the great majority of the republicans, the bill was amended in an important particular. It then went to the senate, and there it is in a pigeonhole.

Why did not the senate pass the bill? It was not passed because the Sugar Trust opposed its passage; it was not killed in the open because the election was approaching, and it would not be politic to show opposition too clearly. The republicans pigeonholed the bill, while the democrats were, and are, for its passage.

Under the Dingley law the tariff upon dark-colored sugar ranged from 95 cents per 100 pounds of sugar 75 per cent. pure, to \$1.82 per 100 pounds on sugar of 100 per cent. purity, the rate rising 3 1/2 cents per 100 pounds for each additional degree in purity. Degrees of "purity" are merely percentages of saccharine matter, sugar 75 per cent. pure containing 75 per cent. saccharine matter, sugar 100 per cent. pure containing 100 per cent. of saccharine matter.

The Dingley tariff rate upon the light-colored sugars is \$1.95 per 100 pounds without reference to the purity of the article. This additional 12 1/2 cents between the highest rate for dark colored sugar and the uniform rate upon the light-colored sugars is called the "differential" duty, and is for the benefit of the Sugar Trust, and for nothing else.

As a matter of facts, no sugar is absolutely pure, and so none grades 100 per cent. In purity, or in the saccharine matter contained, and none of the dark-colored sugars are taxed as much as \$1.82 upon 100 pounds. Ninety-six or ninety-seven per cent. is about as high as most of the imported dark sugars grade. The duty upon 96 per cent. dark-colored sugar is \$1.62 for 100 pounds, and the duty upon the 97 per cent. grade is \$1.72. So, it will be seen, the "differential" duty for the Sugar Trust is 26 1/2 cents per 100 pounds upon 96 per cent. sugar and 23 cents upon the 97 per cent. grade.

By the classification of the Dingley law the differential, Sugar Trust duty is placed upon all refined sugar, and all sugar "above No. 16 Dutch standard in color."

Now, all light yellowish sugar is above "No. 16 Dutch standard in color." This sugar is of a quality to go into general use without being further refined, so as to become what is technically called "refined" sugar. But under the existing law it is subject to the extra differential or Sugar-Trust duty, and in consequence none is imported except through the Sugar Trust.

Now for the amendment to the Cuban reciprocity bill, on account of which the president and his friends lost their affection for it. This amendment takes off the Sugar Trust differential duty upon both refined sugar

(Concluded on fifth page.)